

Message Text

UNCLASSIFIED

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51

ACTION AF-06

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AMEMBASSY LAGOS

UNCLAS KADUNA 0490

E.O. 11652: N/A
TAGS: BEXP, NI
SUBJECT: HOTEL DEVELOPMENT IN NORTH EASTERN STATE (NES)

COMMERCE FOR CMM RYDLUN

NEW NES DEVELOPMENT PLAN ALLOCATES N10 MILLION (N1 EQUALS \$1.65) FOR HOTEL DEVELOPMENT, INCLUDING 200-BED FIRST-CLASS HOTEL FOR STATE CAPITAL, MAIDUGURI. STATE SEEKS EXPATRIATE FIRM TO BUILD AND MANAGE MAIDUGURI HOTEL. ALSO WOULD LIKE SAME FIRM TO TAKE MINORITY OWNERSHIP IN ORDER TO ASSURE COMMITMENT TO SOUND MANAGEMENT. HOWEVER, IN RECENT CONVERSATION WITH CONSOFF NES OFFICIALS APPEARED RECEPTIVE TO IDEA THAT HOTEL FIRMS OF THE STATURE OF HOLIDAY INN, RAMADA, ETC. WOULD BE EQUALLY COMMITTED TO GOOD MANAGEMENT WITHOUT MINORITY OWNERSHIP BECAUSE OF THE NEED TO PROTECT THE EXCELLENT REPUTATION ATTACHED TO THEIR NAMES. STATE OFFICIALS ANXIOUS TO TAKE ACTION ON THIS PROJECT DURING THE CURRENT FINANCIAL YEAR. INTERESTED U.S. FIRMS SHOULD CONTACT MALLAM DAUDA BIRMAH, CHIEF COMMERCIAL OFFICER, NES MINISTRY OF TRADE AND INDUSTRY, MAIDUGURI, NIGERIA.
BURKE

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Disposition History: n/a
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